

vame:	 	 	
Date:			

Boat Owner/ Fisherman

Dockside

Buyer

Processor

Wholesaler/ Distributor

Restaurant

Owner

Customer

Retail Market

Owner

Customer

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Rnat	Owner	/Fich	erman	Income	Expense	Work	cheet
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- 1. Use the Background Data Tables as a resource for completing this worksheet.
- Remember to accommodate any Fate Card adjustments that impact you directly.
- 3. Find the Baseline Data and complete the Initial Calculations first.
- 4. Complete all Income/Expense Calculations and share your results with your team.

	Baseline Data:	[Use Back	cground	Data	Table	e A	& I	B]
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Fishery:
Boat Type:
Fate Card Instructions (if drawn):
Daily Catch:
Season Length:
Boat Gallons/Day:
Boat Owner/Fisherman SELL price/lb:

Initial Calculations: [Use data above]

1. How much did you pay for fuel?

#1 = Season Length x Boat Gallons/Day x \$4/gallon \$

2. How many pounds of fish did you catch in the season?

#2 = Season Length x Daily Catch

lbs

3. How much money did you make from selling your catch?

#3 = Pounds of fish you caught (lbs) x Boat Owner/Fisherman SELL price/lb \$____

Profit/Loss Calculations: [Use calculations above and Background Data Table A]

How much money did you make from selling your catch? (#3 above): \$_

Expenses - How much did you pay for:

A.	Fuel? (#1 above)	\$
B.	Gear & Supplies?	\$
C.	Licenses & Registrations?	\$
D.	Seasonal Moorage?	\$
E.	Insurance?	\$
F.	Loan Payments?	\$
G.	Other Direct Costs (utilities, ice, etc.)?	\$

H. These are non-wage expenses, how much did you pay for them? A + B + C + D + E + F + G

How much money do you have after paying these expenses? #3 above - H

- How much did you pay your crew? # of Crew x I x (Crew Wage % of profit /100) K. How much money did you make as the Boat Owner/Fisherman (Season Profit)? I – J

Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

M. How much money do you have left at the end? **K** + **L** (If M is positive you made a Profit, if M is negative you had Losses)





vame:	 	 	 _
Date:			

Dockside Buyer Income/Expense Worksheet

- 1. Use the Background Data Tables as a resource for completing this worksheet.
- 2. Remember to accommodate any Fate Card adjustments that impact you directly.
- 3. Find the Baseline Data and complete the Initial Calculations first.
- 4. Complete all Income/Expense Calculations and share your results with your team.

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		at Owner/ sherman	
		—	J
		ockside Buyer	
		+	1
	Pr	ocessor	
		+	1
	30/1-	-11/	
		olesaler/ stributor	
		Mibutoi	
	Retail Market Owner		staurant Owner
	Customer	Cu	stomer
?	\$		

Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery:______

How many pounds of fish did the Boat Owner/Fisherman catch?:______

Dockside Buyer BUY price/lb:______

Dockside Buyer SELL price/lb:_____

Fate Card Instructions (if drawn):______

Initial Calculations:

- How much money do you need to buy the fish from the Boat Owner/Fisherman?
 #1 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer BUY price/lb =
- 2. How much money did you make from selling the fish to the Processor?

#2 = Pounds of fish Boat Owner/Fisherman caught x Dockside Buyer SELL price/lb = \$_____

<u>Profit/Loss Calculations:</u> [Use calculations above and Background Data Table C]

How much money did you make from selling the fish to the Processor? (#2 above): \$_______

Expenses - How much did you pay for:

A.	Licenses & Registrations?	\$
В.	Dock/Building Lease?	\$
C.	Insurance?	\$
D.	Loan Payments?	\$
E.	Marketing/Advertising?	\$
F.	Shipping/Trucking Expenses?	\$
G.	Employee Wages?	\$
Н.	Other Direct Costs (supplies, ice, etc.)?	\$

- . How much money do you need to buy the fish from the Boat Owner/Fisherman? (#1 above)
- J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I
- K. How much money did you make as the Dockside buyer (Season Profit)? (#2 above) J
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

+ or - ____

M. How much money do you have left at the end? K + L(If M is positive you made a Profit, if M is negative you had Losses)

\$

How much money did you make as price/lb? M / pounds of fish Boat Owner/Fisherman caught = \$

/lb



Name	:	 	 	
Date:		 	 	

Boat Owner/ Fisherman

Processor Income/Expense Worksheet

- Use the Background Data Tables as a resource for completing this worksheet.
- 2.
- 3.
- 4.

3.	Remember to accommodate any Fate Card adjustments that impact you directly. Find the Baseline Data and complete the Initial Calculations first. Complete all Income/Expense Calculations and share your results with your team.		ckside uyer
т.	complete all income, expense calculations and share your results with your team.	Pro	cessor
<u>Ba</u>	seline Data: [Use team mate calculations, Background Data Tables A & B]		V
Fis	shery:		lesaler/
Н	ow many pounds of fish did the Boat Owner/Fisherman catch?:	Dist	ributor
Pr	ocessor BUY price/lb:	V	
	rcentage Yield:	Retail Market Owner	Restaurant Owner
	ocessor SELL price/lb:		<u> </u>
	te Card Instructions (if drawn):		
		Customer	Customer
<u>Ini</u>	tial Calculations:		
1.	How much money do you need to buy the fish from the Dockside Buyer?		
	#1 = Pounds of fish caught by Boat Owner/Fisherman x Processor BUY price/lb	\$	
2.	How many pounds of proccesed fish did you produce?		
	#2 = Pounds of fish caught by Boat Owner/Fisherman x (Percentage Yield /100)		lbs
3.	How much money did you make from selling the fish to the Wholesaler/Distribut	or?	
	#3 = Pounds of processed fish x Processor SELL price/lb =	\$. <u></u>
<u>Pro</u>	ofit/Loss Calculations: [Use calculations above and Background Data Table C]	
Но	w much money did you make from selling the fish to the Wholesaler/Distrib	utor? (#3 abov	e): \$
Ex	penses - How much did you pay for:		
Α.	Licenses & Registrations? \$		
D	Dark (Duilding Loss)		

A.	Licenses & Registrations?	\$
B.	Dock/Building Lease?	\$
C.	Insurance?	\$
D.	Loan Payments?	\$
E.	Marketing/Advertising?	\$
F.	Shipping/Trucking Expenses?	\$
G.	Employee Wages?	\$
H.	Other Direct Costs (supplies, ice, e	etc.)? \$
	How much manay do you need to	buy the fish from the Deckside Pr

How much money do you need to buy the fish from the Dockside Buyer? (#1 above)

How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I

K. How much money did you make as the Processor (Season Profit)? (#3 above) - J

Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

M. How much money do you have left at the end? K + L (If M is positive you made a Profit, if M is negative you had Losses)

How much money did you make as price/lb? M / pounds of processed fish produced =

/lb

+ or -



Wholesaler/Distributor Income/Expense Worksheet

Name:			
Date:			

- 1. Use the Background Data Tables as a resource for completing this worksheet.
- 2. Remember to accommodate any Fate Card adjustments that impact you directly.
- 3. Find the Baseline Data and complete the Initial Calculations first.
- 4. Complete all Income/Expense Calculations and share your results with your team.

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	Docksi Buye			
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	Process Wholesa Distribu		sor	
L				1
	V		*	1
	Retail Market Owner			staurant Owner
Custom	Customer		Cu	stomer
\$				

Baseline Data: [Use team mate calculations and Background Data Table B]

Fishery:_____ How many pounds of processed fished were producced?: Wholesaler/Distributor BUY price/lb: Wholesaler/Distributor SELL price/lb:_____ Fate Card Instructions (if drawn):

Initial Calculations

- 1. How much money do you need to buy the fish from the Processor? #1 = Pounds of processed fish x Wholesaler/Distributor BUY price/lb
- 2. How much money did you make from selling the fish to the Retail Market or Restaurant Owners?
 - #2 = Pounds of processed fish x Wholesaler/Distributor SELL price/lb

Profit/Loss Calculations: [Use calculations above and Background Data Table C]

How much money did you make from selling the fish? (#2 above): \$_____ **Expenses - How much did you pay for:**

A.	Licenses & Registrations?	\$
В.	Building Lease?	\$
C.	Insurance?	\$
D.	Loan Payments?	\$
E.	Marketing/Advertising?	\$
F.	Shipping/Trucking Expenses?	\$
G.	Employee Wages?	\$

H. Other Direct Costs (supplies, ice, etc.)?

- How much money do you need to buy the fish from the Processor? (#1 above)
- J. How much did you spend on all these expenses? A + B + C + D + E + F + G + H + I
- K. How much money did you make as the Wholesaler/Distributor (Season Profit)? (#2 above) J
- L. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

M. How much money do you have left at the end? K + L (If M is positive you made a Profit, if M is negative you had Losses)

How much money did you make as price/lb? M / pounds of processed fish produced =



Date:		

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Retail Market Owner Income/Expense Worksheet

- 1. Use the Background Data Tables as a resource for completing this worksheet.
- 2. Remember to accommodate any Fate Card adjustments that impact you directly.
- 3. Find the Baseline Data and complete the Initial Calculations first.
- 4. In a single season (30 days) a Retail Market Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
- 5. Complete all Income/Expense Calculations and share your results with your team.

Baseline Data: [Use team mate calculations and Background Data TableB]

Fishery:_____ Amount Purchased Seasonally: Retail Market Owner BUY price/lb: Retail Market Owner SELL price/lb:_____ Fate Card Instructions (if drawn):

	t Owner/ herman	
	Dockside Buyer	
Pro	ocessor	
	olesaler/ tributor	
Retail Market Owner	Restaurant Owner	
Customer	Customer	

Initial Calculations

Expenses - How much did you pay for:

1. How much money do you need to buy the fish from the Wholesaler/Distributor?

#1 = Amount Purchased Seasonally x Retail Market Owner BUY price/lb

2. How much money did you make from selling the fish to the Retail Market Customer?

#2 = Amount Purchased Seasonally x Retail Market Owner SELL price/lb

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Retail Market Customer? (#2 above): \$__

Α	. Licenses & Registrations?	\$
В	. Building Lease?	\$
C	. Insurance?	\$
D	. Loan Payments?	\$
Ε	. Marketing/Advertising?	\$
F.	Employee Wages?	\$
G	. Other Direct Costs (supplies, ice, etc.)?	\$

- H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above)
- How much did you spend on all these expenses? A + B + C + D + E + F + G + H

K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:

- J. How much money did you make as the Retail Market Owner (Season Profit)? (#2 above) I
- + or -

L. How much money do you have left at the end? J + K (If L is positive you made a Profit, if L is negative you had Losses)

How much money did you make as price/lb? L / Amount Purchased Seasonally =

How much do your customers pay for the fish?: Retail Market Owner SELL price/lb =\$



Date:			
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Restaurant	Owner	Income	Fynense	Workshee
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- 1. Use the Background Data Tables as a resource for completing this worksheet.
- 2. Remember to accommodate any Fate Card adjustments that impact you directly.
- 3. Find the Baseline Data and complete the Initial Calculations first.
- 4. In a single season (30 days) a Restaurant Owner will only purchase a small portion of a Processor's Yield from the Total Catch of any one species of fish. Use the Amount Purchased Seasonally in Table C as this portion to complete your calculations.
- 5. Complete all Income/Expense Calculations and share your results with your team.

<u>Baseline Data: [Use</u>	e team mate ca	lculations and	Background [Data Table B
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Fishery: Amount Purchased Seasonally:_____ Restaurant Owner BUY price/lb: Restaurant Owner SELL price/lb: Fate Card Instructions (if drawn):

	t Owner/ herman		
	*		
	Dockside Buyer		
Pro	Processor		
	olesaler/ tributor		
₩	*		
Retail Market Owner	Restaurant Owner		
Customer	Customer		

Initial Calculations:

- 1. How much money do you need to buy the fish from the Wholesaler/Distributor? #1 = Amount Purchased Seasonally x Restaurant Owner BUY price/lb
- 2. How much money did you make from selling the fish to the Restaurant Customer? #2 = Amount Purchased Seasonally x Restaurant Owner SELL price/lb

Profit/Loss Calculations: [Use calculations and data above & Background Data Table C]

How much money did you make from selling the fish to the Restaurant Customer? (#2 above): \$______

Expenses - How much did you pay for:

Licenses & Registrations?	\$
Building Lease?	\$
Insurance?	\$
Loan Payments?	\$
Marketing/Advertising?	\$
Employee Wages?	\$
Other Direct Costs (supplies, ice, etc.)?	\$
	Licenses & Registrations? Building Lease? Insurance? Loan Payments? Marketing/Advertising? Employee Wages? Other Direct Costs (supplies, ice, etc.)?

- H. How much money do you need to buy the fish from the Wholesaler/Distributor? (#1 above)
- How much did you spend on all these expenses? A + B + C + D + E + F + G + H
- J. How much money did you make as the Restaurant Owner (Season Profit)? (#2 above) I
- K. Did the Fate Card tell you to adjust the Season Profit? If yes, what was it:



L. How much money do you have left at the end? J + K (If L is positive you made a Profit, if L is negative you had Losses)

How much money did you make as price/lb? L / Amount Purchased Seasonally =	5_	/lb
now much money did you make as price/ib? L/ Amount Purchased Seasonally =	>	/

How much do your customers pay for the fish?: Restaurant Owner SELL price/lb = \$